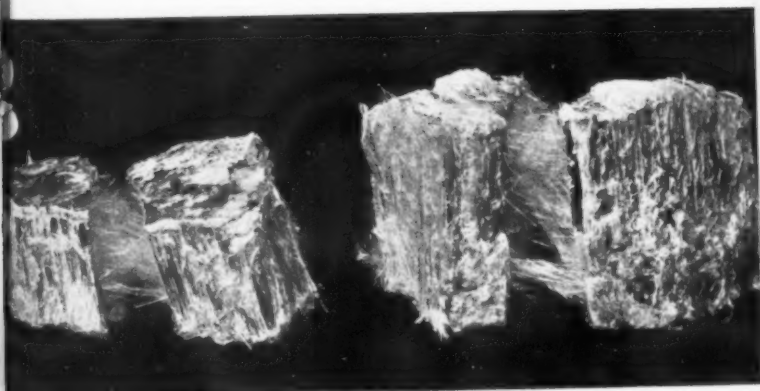


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NOVEMBER, NINETEEN THIRTY-SIX

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Maximum strength and heat resistance.
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Frictional properties in brake lining.

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Underwriters' Grade
Grade AA
Grade AAA
Grade AAAA

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of

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NORTH CHARLESTON, S. C.

"ASBESTOS"

A MONTHLY MARKET JOURNAL DEVOTED TO THE
INTERESTS OF THE ASBESTOS AND MAGNESIA INDUSTRIES

A. S. ROSSITER, EDITOR

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16th FLOOR INQUIRER BUILDING
PHILADELPHIA, PENNSYLVANIA

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November 1936

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HIGHWAY BLASTING--

Sound Muffled by Asbestos

By F. R. Cozzens

Few obstacles are more dreaded by contractors than those quarter mile stretches of highway, known as "quiet zones," which indicate the property rights of schools, hospitals and other public institutions. Quiet zones mean a restriction of blasting operations, and where highway blasting is restricted, machinery and man power must be made to do double duty. As a result, hundreds—perhaps thousands—of extra dollars are added to construction costs.

Recently marked progress has been made in the control of blasting vibrations and noises, the principal objections to the use of commercial explosives in restricted areas. The method follows closely the stunt of the old-time yegg who smothered his nitroglycerin charges in wet blankets, except that in highway work the modern engineer replaces the wet blanket with asbestos insulation.

A typical case of this kind occurred in the recent building of River-route highway No. 337, a section of which includes the quiet zone of the Cummings Private Hospital in Athens County, Ohio. Severe restrictions regarding property rights governed this gap, and only after considerable litigation was the state contractor, permitted to use explosives in the quarter-mile zone. Ten blast holes, averaging 6 feet in depth were finally drilled and each loaded with eight cartridges of 40% strength gelatin-dynamite, extra L. F.

Under the direction of the contractor and a group of assistants, a follow-up crew levelled off the surface with shovels, and over and around each hole for a distance of six feet they spread asbestos short fibre to a depth of three inches. The fibre was spread loose. This material was covered with three layers of heavy-grade asbestos roofing paper, and two or three inches of pulverized soil was thrown on top, so that edges of the paper were held snugly to the earth. In close vicinity of build-

ings, a mat of logs wired together was placed on top of the pack to prevent damage from flying debris. Charges were then grouped in series, and fired by electric power.

Results exceeded even the contractor's fondest hopes. Instead of the usual crash, there were a series of muffled reports. The jar was not at all discordant, and altho plainly felt at the hospital, none of the patients were in the least disturbed. Sensitive equipment was not affected. In this manner, blasting was carried on thru the safety zone and a saving estimated at \$260.00 was made on the job. Cost of asbestos protective material, including paper, was less than \$38.00.

This area is but one in thousands where explosive jar and vibration is being thus controlled. In rock blasting, excellent results are being obtained by an aircell method consisting of a three inch layer of corrugated cardboard, sandwiched between layers of asbestos deadening felt; the pack being held firmly over the explosive charge by a covering of earth. In blasting of wet clays where greater protection is necessary, asbestos insulation board is often ground to a pulp to provide filler.

In the breaking up of an abandoned concrete bridge in the corporate limits of Lewisburg, Ohio, noise and jar were reduced more than forty percent by insulating exposed sections with asbestos boiler jackets. Here again, asbestos served as additional protection against fire, since the jacketing material is not conductive to blazing particles from explosive shells.

Action of asbestos insulation over explosive charges is that initial crash and vibration is caught in the covering before reaching the outside atmosphere. Explosion is thus muffled and toned down without interference with the explosive itself. Because of this, a wide variety of insulators is possible and at least a dozen different asbestos products can be utilized as insulation material. Ten minutes of extra time is usually sufficient to insulate a charge, and cost of control averages less than sixty cents per blast.

The method is creating a far greater use for explosives and permits efficient construction of scores of projects where blasting would otherwise be barred. Con-

"ASBESTOS"

struction costs are reduced in all cases and there is far less interference with property rights.

THE LIST OF USES

Since the publication of the first number of "ASBESTOS", in July 1919, we have collected and published much information on the use of asbestos and asbestos products but no list of the uses of asbestos has been published since July 1925.

This issue contains (see page 10) a list of the important uses of asbestos and asbestos materials, and also a list of "odd" or trivial uses.

We do not claim that these lists are complete; it will probably never be possible to publish a complete list of uses, because asbestos is used in such intricate ways that many of them defy description and only a general idea can be given of the use of asbestos in connection with various appliances, apparatus, machinery, etc.

Reprints of this list will be furnished in quantity by us if ordered on or before December 15th. The price of such reprints is 10c each, or, in lots of 25 or more, 5c each.

Such a list would be useful to your salesmen in digging up new prospects; to distributors of asbestos products for the same reason; to hand to students or various departments of public schools making a study of the subject of asbestos. We suggest you order a quantity of these lists for distribution wherever and whenever opportunity occurs.

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"ASBESTOS"

ARGENTINA

"There are no asbestos deposits of commercial importance in Argentina", so begins quite an interesting report in the September 30th issue of Minerals Circular No. 8, published by the Metals and Minerals Division of the U. S. Bureau of Foreign and Domestic Commerce.

Such asbestos as is found, particularly in the Province of Mendoza, is amphibole. Only very small deposits of chrysotile have been located and little or nothing done toward their development. Imports of raw asbestos are very small as there are no important asbestos manufacturing plants in the country.

Imports of Asbestos Products by Argentina consist principally of Asbestos-cement, corrugated and flat sheets and Asbestos Packings. Shingles, according to the report, are very little used in Argentina, so there is practically no demand for this item. The principal demand for pipe covering comes from the larger meat packers and oil companies, but purchases are generally made abroad thru head offices of the respective firms and not thru local dealers.

BELGIUM

Minerals Circular No. 8 as mentioned above also comments on the market for asbestos fibre in Belgium and the gist of this report follows:

Asbestos fibre is used to a considerable extent in Belgium, especially in the asbestos-cement industry, which is highly developed. Imports for the past four years were:

1932—1,271	metric tons	(2,204	lbs.)
1933—2,831	"	"	"
1934—1,824	"	"	"
1935—2,537	"	"	"

Over 90% of the imports of asbestos fibre is consumed by the asbestos-cement industry in the manufacture of shingles, tiles and pipes, five firms being engaged in the manufacture of these products.

Outside of asbestos-cement articles the manufacture of asbestos goods is not extensive, there being one firm specializing in asbestos millboard whose annual consumption of



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Packings	Brake Lining	Flooring
Shingles	Wall Board	Fillers
Millboard	Moulded Products	Cements

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"ASBESTOS"

asbestos fibre is about 250 metric tons; another firm is interested in the manufacture of asbestos cloth, cord, packing and similar articles but the production is not large; asbestos brake lining is not made in Belgium. The bulk of asbestos imported by Belgium is handled by commission agents.

NORWAY

Minerals Circular No. 8 comments on the Norwegian market for Asbestos and the following points will be of interest:

There is a small but steady market for asbestos products thruout Scandinavia, but the demand for asbestos fibre is relatively unimportant and is confined largely to crude fibre used for insulating purposes. There are two factories which make asbestos packing but no spinning or weaving of asbestos is done in this country.

Trade statistics lump all imports of asbestos and asbestos products together and the total of such imports for 1934 was 771 metric tons; for 1935, 863 metric tons. Imports of manufactured asbestos goods consist principally of packing, woven cloths, asbestos insulating composition, yarn, millboards, asbestos-cement sheets and asbestos magnesite slabs and sections, also Asbestine used in the construction of sulphur towers and acid-resisting brick walls in connection with the cellulose industry.

SWEDEN

This same report (Minerals Circular No. 8) states that Sweden imports much larger quantities of asbestos and asbestos products but otherwise market conditions are very similar to those of Norway. Asbestine, insulating sheets, millboards, packing, cloth and cement are the principal asbestos manufactures imported, with some demand for asbestos fibre which is used chiefly for insulating purposes.

Imports of raw asbestos during 1934 (the last year for which returns are available) amounted to 1,703 metric tons; manufactured asbestos products during the same year totalled 1,046 metric tons. Great Britain, Germany and the United States were the principal sources of asbestos products.

"ASBESTOS"

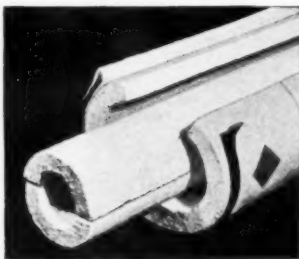
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85% Magnesia is the standard by which the efficiency of all other commercial forms of heat insulations is judged. Because of its countless, microscopic "dead air" pockets, it is one of the best heat insulators in existence.

Steam or water leakage has no permanent ill effects on its effectiveness. There are countless instances where floods, and even sea-water in sunken vessels later raised, have, after drying out, failed to reduce the insulating efficiency of 85% Magnesia pipe coverings in the slightest degree.

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THE USES of ASBESTOS

RAW ASBESTOS - CRUDES, FIBRE AND SAND

Yarn

85% Magnesia Pipe Covering, Blocks and Locomotive Lagging

High Temperature Insulation Materials

Compressed Sheet Packing

Moulded Composition

Moulded Brake Lining or Brake Blocks

Paper

Millboard and Rollboard

Asbestos-Cement Products, viz:

Shingles

Flat Sheets

Corrugated Sheathing

Wallboard, Wainscoting and Decorative Panels

Pipes

Building Slabs

Fireproof Lathing

Various Specialties, such as boiler plugs, flower pots,
ventilators, drain boards, etc.

Asbestos Cement for

Insulating Boilers

Waterproofing

Glazing and Pointing

Roofing Cement

Furnace Cement

Paints, Varnishes and Fillers

Insulating Wire

Plaster (the asbestos replacing hair)

Stucco

Pottery, to keep shape intact until baked

Felts for various purposes

Flooring

Filling for Asbestos Mattress Insulation

Loose Insulation for walls, floors, batteries, underground
conduit, etc.

Wick Packing

Rope Packing

Matches

Filter Fibres

Filter Pads

ODD USES OF RAW ASBESTOS

Packing for Expansion Joints in Furnace Walls

On Gas Logs

Snow for Christmas Trees

"ASBESTOS"

ASBESTOS

Arizona Crude

Canadian Crude

Canadian Spinning Fibre

Canadian Shingle Fibre

Cyprus Asbestos

Italian Crude

Russian Crude

Rhodesian Crude

South African Blue Crude

South African Yellow Crude



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- Wadding in Cartridges
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- Cleaning of old paintings
- Use in Babbitting
- Soil Corrector
- Puncture Sealing Compound for auto tires
- Compound for encasing of windings of motors
- In connection with the use, packing, storing or moving of explosive materials
- Hard Surface for motor race track
- In Dress Materials (where dye does not color the asbestos fibre leaving it as white flakes in cloth)
- In Sculpture
- Felting for Pianos
- In Foundations of Power Plants to resist shock
- For Torches

ASBESTOS YARN

- Cloth
- Tape
- Brake Lining and Clutch Facing
- Valve Stem, Braided and other Packings
- Metallic Asbestos Gaskets
- Electrical Insulation
- Sewing Asbestos Mattresses, Theatre Curtains, Clothing, etc.
- Twine
- Covering of Fixture wire or Heating Cable

ODD USES OF ASBESTOS YARN

- Edges for Hair Belting
- Facing for Dryer Felt
- Rope
- Seating for Glass in Glazing Bars
- Tying gas mantles
- Wrapping Wires in Thermocouples or other connections

ASBESTOS CLOTH

- Packings—Sheet and High Pressure, folded or wound
- Brake Lining and Clutch Facing
- Gaskets
- Clothing, such as
 - Helmets
 - Gloves and Mittens
 - Aprons
 - Overalls
 - Suits
 - Leggings

"ASBESTOS"

Mailbags
Theatre Curtains
Theatre Scenery
Portable Motion Picture Booths
Asbestos Mattresses for Insulation
Blankets for smothering fires
Blankets, bags and diaphragms in oxygen producing plants
Awnings
In Acoustile Treatment
Conveyor Belting
Filtering
In Acetylene Welding as protection of other parts

ODD USES OF ASBESTOS CLOTH

Rugs
Floor Lining
Gun grips
Tapestry
Mangles in laundries
Protectors for Gas Bags in Balloons
Padding in Prison Cells
Lining of Footboard of automobiles to decrease heat
Filter sack for oil in automobiles
On Embossing Machines
Coat for Dog used by Forest Rangers
Lining of Stator Slots and between phases in motors
Moving Picture Screen
For Sand Bags for pressing hats in hat factories
In Glass Manufacturing for handling hot glass
Berets, Umbrellas and Screens to Protect Firemen
Filter in dust collector
Lining of Room for Experimental Work
Curtains for Confining of Fires (principally on ships)
In Medical Tests
Ear Muffs in Permanent Waving
Electric Steaming Mask
Covering tongs to lift injured persons from fires

ASBESTOS TAPE

Wicks for Oil Burning Apparatus
Insulating of Small Pipes, particularly at bends
Winding Coils
Insulating Armatures
Winding Buss Bars
Insulating Underground Cables
Conveyor Belts

ODD USES OF ASBESTOS TAPE

Pull Strings to Pull Pans from large ovens
Insulation of flasks, test tubes, retorts, etc., in laboratories.
Wrapping of Tines of Forks and reinforcing paddles in glass manufacture

"ASBESTOS"

ASBESTOS PAPER

Air Cell Board
Air Cell and other Insulation Materials made of asbestos paper
Asbestos Felt Roofing, and Built-up Roofs
Asbestos Protected Metal Roofing
Gaskets
Wrapping Hot Air Pipes
Wrapping of Electrical Wire and Cable
Table Pads, and Mats, Stove Mats, Baking Sheets, etc.
For insulation in electrical apparatus and electrical devices
such as irons, percolators, toasters
Insulation of Ovens and Dry Kilns
Lining of Stoves and Heaters
Lining of Automobile Mufflers, drum controllers in sulphite mills, auto radiator covers, cookers, filing cabinets
Tubes in electrical industry
Filtering
In Acetylene Welding to Protect other Parts
In Chemistry and physics in many and various ways
Wicks in Oil Stoves
Insulation for Air Cleansing Systems

ODD USES OF ASBESTOS PAPER

Discs and Linings in Cartridges and other Explosives
Lining of Soldiers' Helmets
Annealing (crumbled paper)
To Protect Exposed parts when burning carbon deposits in autocylinders
Protection of Soldering Iron
Repair of Stack
To Seal Crevices around Heaters
In Enamelling Ovens to catch drip
Novelties, such as ash trays
Under Roofs of Armored Cars to protect from heat
Reinforcing Aluminum Foil for Insulation
Wrapping Oil Tanks

ASBESTOS MILLBOARD

Lining of Stoves and Heaters
Gaskets
Fireproof Wallboard for partitions, ceilings, back of stoves
or other fireproofing purposes
Asbestos Table pads and mats, stove mats
In Metal Clad Doors
Motion Picture Booths
Tent Shields and Stove Pipe Rings
Washers in electric iron or other electrical appliances
Lining of safes and Insulation of ovens and Dry Kilns

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Portable houses, school buildings, traffic police shelters, etc.

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Brake Shoes for elevators

Backing for dies in moulding glass

Wainscoting or as substitute for tile in bathrooms, kitchens, restaurants, etc.

Electric motor casings

Spark Arrestors

For prevention of short circuits in trolley cars

Hoods over machines or vats

Various uses in sulphite mills, factories making acids, etc.

Backgrounds and cut-outs for window displays

Fireless cookers, brooders, etc.

ASBESTOS COMPOSITION MATERIAL

Rheostat Backings, switch parts, arc deflectors, mountings for heating elements, resistance mountings and other electrical parts

Phonograph Records

Buttons

Electric wire and heater cord insulation

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As packing

Wiping Wire or armor plate

Reprints of this list are available if ordered before December 15th at a cost of 10c each, or, in lots of 25 or more, 5c each. Such reprints could be distributed:

To your Executive Staff for ready reference.

To your Salesmen—it will help them in digging up new prospects.

To your Distributors—they will get many ideas from such a list.

To Students, Schools, etc., asking for information on asbestos.

For publicity purposes, whenever and wherever opportunity offers.

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Advertising, in the usual sense, is not what is needed.

Except for a minor part of the volume most of our output is not sold *to the consumer* in the sense that clothes, food, razors, chewing gum and the like, are sold.

Ours is a service industry; its products largely going to other industries which, in turn, make consumer goods. Our type product requires direct effort exerted upon the Engineer, Architect, Plant Owner.

Some years ago the Magnesite Group staged a Sales Promotion campaign which was highly effective and the benefits of which are clearly evident fifteen years after the work was discontinued. The plan was simple, the cost was little, the results were and still are satisfactory.

With higher profits available, due to increasing volume and with higher taxes on profits inevitable, we wonder what real reasons exist for not aggressively promoting sales, *as an industry*.

Our observation is that if one natural industry leader does the promotion work, the others ride along on his coattails, contributing little to promotion expense, but always being on deck when the order is about to issue.

On the other hand we find all small units in an industry group ready and willing to share in the cost of industry promotion if done for and in the name of the industry.

It has been well and truly said that the most severe modern competition is not between individual members of an industry but rather is between large unified industries. The motor car man is competing with the radio man for a share of the purchaser's dollar. The insulation man is competing with the brick and mortar man for a share of the plant owner's dollar.

With better profits and higher taxes, when, oh when could a better time be found to aggressively and economically go out as an industry for a better share of the

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buyer's dollar for brake lining, insulation, roofing or any other asbestos product.

The asbestos miner, too, might well look to holding his present share of that dollar which is threatened by glass, leather, rock products and other supplantive materials everlastingly trying to get a larger share.

We wonder, sometimes, whether the asbestos crowd will have a stable left, let alone the horse, when these competing industries get thru.

BOMBPROOF ASBESTOS BOARD

By Geoffrey Blackall

A British firm has evolved a building material incorporating asbestos which, it is claimed, is fireproof, damp-proof and bombproof. It is now undergoing secret tests at the National Physical Laboratory, Teddington, England. The Home Office (England) and several other State departments are watching these tests.

The material consists of a mixture of asbestos cement reinforced with plywood, and it can be made into panels of varying thicknesses. It has been tried out experimentally in a number of buildings in Europe and in several ocean liners. Acid has no effect on it, according to the manufacturers.

Bomb tests show that despite a shower of molten metal following the detonation, a panel of this material remained undamaged and was unaffected either by heat or impact. Fire tests have also been made with complete success.

The results of the National Physical Laboratory tests are awaited with interest, as after these are announced a complete technical description of the new product will be made public.

You can't get away from it; success must support the Government if the Government is to support failure.

—The Shaft.

"ASBESTOS"

VERMONT ASBESTOS



SEND for a sample of this well-fiberized Vermont Asbestos. You will appreciate its bulk, uniformity, and freedom from foreign substances. Prices will interest you.

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Shingles
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Clutch Facing
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Boiler Coverings
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FLINTKOTE COMPANY--

to make Asbestos Cement Products

The Flintkote Company, a leading manufacturer of asphalt shingles and allied roofing products, is rapidly completing an asbestos plant expansion program involving the expenditure of \$550,000, according to an exclusive interview given "ASBESTOS" by Stuart H. Ralph, Vice President.

"Certain factors, which we regard as vital in the circumstances, have led our Board of Directors to the conclusion that an asbestos plant expansion program is sound business for Flintkote", said Mr. Ralph. "Some of the more important of these considerations are:



STUART H. RALPH, Vice President
The Flintkote Company

Photo by courtesy Herbert Mitchell,
New York City.

"First, we are enjoying a rapidly mounting demand for our roofing and building products coincident with the increasing upswing in the new construction and remodeling fields.

"Second, the addition of a well-rounded line of asbestos roofing and siding products will enable us to take more complete advantage of the established distribution set-up and the favorable relationship we enjoy to so marked a degree with the trade.

"Finally, our intensive review of the situation leads us to the conviction that the market for asbestos products

"ASBESTOS"

will continue to expand in the years to come. We feel certain that the complete line of Flintkote asbestos roofing and siding products will make money for our good dealer friends and increase the Company's net earnings."

Mr. Ralph further stated that \$300,000 is being spent at Rutherford, N. J., for the erection of an asbestos plant and an additional \$250,000 for an asbestos plant at Chicago Heights, Illinois. "With these two asbestos plants producing a complete line of rigid asbestos roofing shingles and sidings" said Mr. Ralph, "Flintkote will be in a position to serve advantageously the growing markets for asbestos in the Eastern and Mid Western sections of the country."

JOHN L. SHOEMAKER--

Dies Suddenly

Many of our readers have long known John L. Shoemaker, who has been connected with the Keasbey & Mattison Company for almost fifty years, in various capacities, most recently in charge of sales of the Pharmaceutical and Fibre Departments.

It is with much regret that we announce the sudden death of Mr. Shoemaker, on Sunday, November 8th, from a heart attack.

Mr. Shoemaker who was sixty-seven years old joined the Keasbey & Mattison Company in 1889 being employed at that time in the bookkeeping department. With the exception of a few years when he was in the Auditor General's Department in Harrisburg, Pa., he has been with the company ever since that date. Mr. Shoemaker was a very genial and capable man, well liked by all who knew him.

He was a director and secretary of the Ambler Trust Company for the past ten years, a past president of the Ambler Rotary Club, a member of Fort Washington Lodge F. and A. M. and past master of the Blue Lodge division; and had held other offices in Ambler institutions, having lived in or near Ambler all his life.

The funeral took place on Thursday, November 12th from his late home in Ambler.

MARKET CONDITIONS

GENERAL BUSINESS

We believe that the general business situation can be summed up in one short paragraph taken from the National City Bank letter for November, which reads:

"Trade and industrial news has continued favorable during October. Notwithstanding the preoccupation with the Presidential campaign, it is evident that business has suffered no interruption; nor have opinions as to the outlook, for the near future at least, been altered. Both the markets and trade reports indicate that good business is expected during the remainder of the year."

ASBESTOS - RAW MATERIAL

Reports from Canada indicate that the unusual demand for asbestos in the Canadian District still prevails, but notwithstanding the large volume of business offering, the price for raw asbestos has not, so far, advanced.

It would seem logical to look for an increase in price on the very short grades of asbestos, such as Asbestos Cement Stocks as these grades are all sold at prices very much below the cost of production and could readily stand a substantial increase without retarding their use, or encouraging any new mines to open.

New factories for the manufacture of Asbestos Products, now in the course of construction in the United States, will ultimately become substantial users of raw asbestos, still further increasing the volume, and therefore the tonnage of asbestos consumed in the United States during the coming year should be substantially greater than that used in the past year.

All in all the raw asbestos industry has the earmarks of great expansion.

ASBESTOS - MANUFACTURED GOODS

Textiles. There has been a slight increase in volume during the past month or six weeks, prices are steady and firm. Indications point to a steady increase in the volume of textiles, particularly in cloth and tape.

Insulation. High Pressure. Volume continues to show

"ASBESTOS"

some increase altho it is spotty. Some areas are very busy; others are not. Home building does not consume much high pressure goods. A resumption of activity in office building, hotels, apartments, etc., is needed. New York, for instance, is quiet. The reason is obvious.

Insulation. Low Pressure.

Demand is fair with prices holding very well.

Paper and Millboard.

Demand is seasonal with prices firm.

Asbestos Cement Products. The demand for asbestos shingles, particularly sidings, continues to be somewhat ahead of production with the industry as a whole enjoying the best year in its history. Total sales are considerably in excess of a like period for 1935, market remains firm.

Reports indicate that production capacity of existing plants is being increased and that, in addition, there will be several new manufacturers in the asbestos shingle field by the early part of next year. Altho there has been a remarkable increase in the demand for asbestos siding shingles during the past couple of years, it is entirely probable that any sudden and large expansion of the production capacity such as now appears to be in prospect will cause the industry to be over produced and faced with the problems that usually accompany that condition, before next year is over.

Demand for industrial products such as corrugated and flat sheets and also for asbestos wallboards, tile and marble is steady and satisfactory.

The above comments are sent us by various men in close touch with asbestos markets. Opinions are welcomed from anyone interested in the asbestos industry.

ASBESTOS STOCK QUOTATIONS

October 1936					
	Par	Div.	Low	High	Last
Asbestos Corpn. (Com.) New V. T.	np	-	61½	77¼	75
Certainteed (Com.)	np	-	10½	15½	13¼
Certainteed (Pfd.)	100	7	119	143	135
Flintkote (Com.)	np	-	33½	37½	37
Johns-Manville (Com.)	np	-	117	131	131
Johns-Manville (Pfd.)	100	7	122	126	126
Raybestos-Manhattan (Com.)	np	1.50	33	35¾	34½
Ruberoid (Com.)	np	1.00	80½	100	98½
Thermoid (Com.)	np	-	8½	9½	8¾
U. S. Gypsum (Com.)	20	-	99¼	112¼	112¼
U. S. Gypsum (Pfd.)	100	7	164	168	168

CONTRACTORS AND DISTRIBUTORS PAGE

Proper Application of Proper Insulation

Insulation is a result, not a material. Proper results come from proper application of proper materials.

The lines above are quoted from a letter received from a reader of "ASBESTOS," in answer to our recent request for slogans to be used in fostering the idea that proper application of insulating material is essential to satisfactory insulation performance.

The author of these lines has had long and successful experience in the insulation business. The lines themselves contain plenty of food for thought for every insulation contractor.

In the early days of the insulation industry the sale of insulating materials was a real job. Why? Because, altho laboratory tests proved the value of insulation, the buyer seldom understood the technique of proper application. Result: an unsightly, inefficient installation. The manufacturers were forced, under these circumstances, to apply the materials themselves or to educate selected representatives in various localities to do the job for them.

It was only thru this policy that the infant, insulation, was saved from an untimely death at the hands of unskilled applicators.

Since those early days, the industry has come a long way. Insulation is almost universally accepted, not as a luxury, but as a necessity to economical operation, wherever hot or cold conditions of fluids, gases or solids, obtained at the expense of power, are to be maintained. But hasn't this increased familiarity with insulation on the part of users eliminated the need for application specialists? Can't the user himself apply his insulation and obtain a satisfactory job? In some scattered cases—yes. In the great majority of cases—No!

Why not? Because:

1st. The selection of material for a given set of conditions, from the multitude of insulations now on the market, requires the careful study of a trained and experienced insulation engineer.

2nd. The present demands for more economy require conservation of the last fractional B. T. U., and these demands can be met *only* by absolutely correct application of insulation. The

loss thru a poorly finished joint may completely nullify the extra efficiency that has been so painstakingly built into the insulation by the factory.

Does not this, then, offer a starting point for the contractor's effort to solve his present problems? When you receive from a customer an inquiry for pipe covering, blocks and accessories, why not, instead of immediately quoting on materials only, get on the job and find out what he is planning, taking that opportunity to offer advice on choice of materials, thickness and other engineering points and at the same time making a real effort to point out to the customer the value of the service you are prepared to render in applying the materials.

If you want your contract department to keep busy and show a profit, if you want to preserve the reputation of the materials you are handling, and if you are more interested in repeat orders from satisfied customers than easy (?) profits from material sales to casual buyers, you can do no better than to sell your big customers on the idea that "Proper results come only from proper application of proper materials."—*Contributed.*

Building

The much needed recovery in residential building, believed by observers as necessary to support the wide gains in business generally, is here. For the first nine months of 1936 this class of construction totaled 23 per cent more than was reported for the entire year 1935. The full year 1936 promises to reach a volume three times the size shown for either 1933 or 1934 the low-points of the depression.

In reporting on these conditions the F. W. Dodge Corporation indicated that the volume of residential building in the 37 eastern states during the first nine months of 1936 amounted to \$588,030,600 as against only \$338,907,500 for the corresponding nine months of 1935, making a gain of 73 per cent. For September 1936 alone the residential total was \$80,669,800 as compared with only \$41,810,800 for September, 1935 and \$100,522,500 for August of this year.

Total construction work of all kinds started in the 37 eastern states during September amounted to \$234,270,500 as against \$275,281,400 for August and only \$167,376,200 for September last year. (A reduction in the volume of publicly-financed construction largely accounted for the shrinkage between August and September of this year.)

For the first nine months of 1936 total construction in the 37 states amounted to \$2,041,627,200, or a gain of 71 per cent over the figure of \$1,191,697,700 shown for the corresponding nine months of last year. Both public works and private work contributed to make the large gain shown between the two years in total construction.

A. S. T. M. STANDARDS on Asbestos Textile Materials

Revised and amplified edition of their Standards on Textile Materials has just been published by the American Society for Testing Materials.

This 1936 edition includes the following Specifications, etc., on Asbestos Textiles:

Standard Specifications and Methods of Test for Asbestos Roving for Electrical Purposes (A. S. T. M. No. D 375-36), which were adopted during 1936 and take the place of Tentative Standards published in 1935.

Standard Specifications and Methods of Test for Asbestos Roving for Electrical Purposes (A. S. T. M. No. D 375-36), which were adopted during 1936 and take the place of Tentative Standards published in 1935.

Revised Standard Specification and Methods of Test for Asbestos Tape for Electrical Purposes (A. S. T. M. No. D 315-36), taking the place of the Standard Specification on this material adopted in 1933. The principal difference in this Revised Standard Specification on Asbestos Tape is in the Tensile Strength required for .015 Asbestos Tape. The former Specification required that .015 Asbestos Tape have a tensile strength of 25 lbs. per inch of width (before heating) while the revised Specification requires the tensile strength of .015 Asbestos Tape to be 30 lbs. per inch of width before heating.

This 1936 edition also includes a proposed potassium dichromate oxidation method for the determination of total iron in asbestos textiles.

It is suggested that those interested obtain a copy of this compilation of "A. S. T. M. Standards on Textile Materials" from the A. S. T. M. Headquarters, 260 S. Broad St., Philadelphia, price being \$2.00. Or the book can be examined here in the office of "ASBESTOS", 16th Floor, Inquirer Bldg., if readers care to call.

We understand that Committee D-13 on Textile Materials contemplates studies to determine the amount of magnetic iron in asbestos; also the electrical resistivity of asbestos tapes.

PRODUCTION STATISTICS

Africa (Rhodesia)

(Statistics published by Rhodesia Chamber of Mines).

August 1936

	Tons (2000 lbs.)	Value		
<i>Bulawayo District</i>				
Nil Desperandum (Afr. Asb. Mng. Co., Ltd)	413.80	£ 5,950	19	11
Shabanie (Rho. & Gen. Asb. Corp. Ltd.)	3,669.90	56,709	8	6
<i>Victoria District</i>				
D. S. O. (Mashaba Rho. Asb. Co., Ltd.)	122.20	1,589	18	..
King & Gath's (Rho. & Gen. Asb. Corp. Ltd.)	602.40	10,221	3	3
Murie Asbestos (Mashaba Rho. Asb. Ltd.)	25.80	333	12	..
	4,834.10	£74,805	1	8
August 1935.....	3,896.15	£65,320	18	3

Africa (Union of South)

Inadvertently, possibly because of the change over from Sales and Shipments figures to actual production figures, the tabulations recently given for Production of the Union of South Africa have been somewhat confused.

In our August number (page 28) we mentioned this change-over in figures, stating that the Production figures started with the month of April. This was incorrect; the Production figures actually started with the month of May, and the figures given at the top of page 29 of our August number as *April* were actually *May* production figures.

Our September number on page 28 gave the Production figures for May and June (which were correct, those for May being identical with those at the top of page 29 in August). July production figures were published in October "ASBESTOS" (page 28).

Correction should be made by crossing out entirely the figures at the top of page 29 (August number) which were marked April.

That there may be no further confusion we are repeating the Production figures for May, June and July in the following,

November 1936

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"ASBESTOS"

and also giving the August Production figures which have just been received:

Production of Union of South Africa:

(Statistics published by Dept. of Mines & Industries of U. of S. A.)

	May 1936	June 1936	July 1936	August 1936
	Tons	Tons	Tons	Tons
	(2000 lbs.)	(2000 lbs.)	(2000 lbs.)	(2000 lbs.)
<i>Transvaal</i>				
Amosite	569.54	498.19	556.58	481.24
Blue	25.50	30.37	32.03	56.37
Chrysotile	1,291.47	1,248.20	1,314.53	1,313.36
<i>Cape</i>				
Blue	218.26	237.99	201.56	280.09
	2,104.77	2,014.75	2,104.70	2,131.06

Canada

(Statistics published by Bureau of Mines, Province of Quebec)

All figures in tons of 2000 lbs.

	August 1935	August 1936
Fibre	23,119	25,128
	Sept. 1935	Sept. 1936
Fibre	20,344	31,067

Total production in Canada for the nine months ending Sept. 30, 1936 (compared with the same period in 1935) was:

	Nine Months 1935	Nine Months 1936
Crudes	1,496	2,486
Fibres	68,656	90,316
Shorts	71,455	111,523
	141,607	204,325

Exports of Raw Asbestos from South Africa

	July 1936	
	Tons (2000 lbs.)	Value
To Algeria	10	£ 188
Australia	238	2,644
Belgium	60	571
France	114	1,873
Germany	59	1,529
Holland	33	751
India	23	139
Japan	178	2,614
Spain	43	616
United Kingdom	1,039	13,366
United States of America	100	2,177
	1,897	£26,468

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IMPORTS AND EXPORTS

Imports into U. S. A.

(Figures published by U. S. Dept. of Commerce)

Unmanufactured Asbestos:

	August 1935	August 1936
	Tons	Tons
	(2240 lbs.)	(2240 lbs.)
Africa (Br. S.)	9	631
Cyprus, Malta and Gozo	355	826
Canada	13,858	19,805
Italy	55	163
Soviet Russia	156	1,142
United Kingdom		4
	14,433	22,571
<i>Value of Unmanufactured Asbestos</i>		
<i>Imported</i>	<i>\$435,035</i>	<i>\$795,881</i>
<i>Tabulation of Crudes and Fibres:</i>		
Crude (Br. S. Africa)	9	631
Crude (Canada)	97	125
Crude (Italy)	5	2
Crude (United Kingdom)		4
Crude (Soviet Russia)	3	
Mill Fibre (Canada)	5,087	7,116
Mill Fibre (Soviet Russia)	153	1,142
Lower Grades (Canada)	8,674	12,564
Lower Grades (Cyprus, etc.)	355	826
Lower Grades (Italy)	50	161
	14,433	22,571

Manufactured Asbestos Goods:

	August 1936
	Pounds
Austria (Packing fabricated and unfabricated)	2,182
Belgium (Shingles)	41,044
United Kingdom (Yarn)	1,716
United Kingdom (Packing fabricated and unfabricated)	721
United Kingdom (Woven Fabrics)	416
United Kingdom (Pipe Covg. and asbestos cement)	598
	46,677
<i>Value</i>	<i>\$ 2,801</i>

November 1936

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There were also imported \$132 worth from Germany and \$241 worth from the United Kingdom of asbestos manufactures not classified.

In all the value of Asbestos Manufactured Goods imported during August 1936 was \$3,174.

Exports from U. S. A.

Exports of Unmanufactured Asbestos during August 1936 amounted to 716 tons, valued at \$36,503; compared with August 1935 when 52 tons, valued at \$4,611 were exported.

Exports of Manufactured Asbestos Goods:

	August 1935		August 1936	
	Pounds	Value	Pounds	Value
Paper, Mlbd. and Rlbd.	109,531	\$ 9,716	49,357	\$ 5,893
Pipe Covg. and Cement	305,162	16,179	155,521	10,758
Textiles, Yarn and Pkg.	163,539	66,705	89,914	47,932
Brake Lining—				
Molded and Semi-molded		51,108		49,057
Not molded	108,272 ¹	18,544	217,173 ¹	29,700
Clutch Facings			28,247 ³	7,251
Magnesia and Mfrs. of	172,917	16,796	218,841	13,286
Asbestos Roofing	2,878 ²	5,484	2,706 ²	8,046
Other Asbestos Mfrs.	211,963	16,200	268,299	19,591

¹Ltn. Ft. ²Sqs. ³Units

Exports of Raw Asbestos From Canada

(Figures by Dominion Bureau of Statistics)

	September 1935		September 1936	
	Tons	Value	Tons	Value
	(2000 lbs.)		(2000 lbs.)	
United Kingdom	511	\$ 28,815	797	\$ 51,888
United States	4,730	237,511	6,200	328,964
Argentina			11	243
Australia	254	12,600	249	13,464
British India	20	1,000		
Belgium	2,076	124,148	145	8,450
France	839	56,925	581	43,940
Germany	194	18,336	572	37,498
Italy	16	1,505		
Japan	436	15,620	1,457	67,252
Netherlands	66	6,240		
Poland			16	743
Spain	49	3,327		
	9,191	\$506,027	10,028	\$552,442

"ASBESTOS"

Sand and Waste

United Kingdom	662	14,522	506	9,386
United States	9,615	143,557	15,577	246,605
Argentina			15	165
Australia	1	22		
Belgium	70	1,345	120	2,640
Brazil	1	11		
Cuba	30	324		
France	94	2,073	279	5,789
Germany	30	660	155	3,335
Japan			6	81
Netherlands	110	2,420	6	66
Poland			16	363
Sweden			22	330
Total	10,613	\$164,934	16,702	\$268,760
	19,804	\$670,961	26,730	\$421,202

Imports and Exports by England

Imports of Raw Material

	Sept. 1935		Sept. 1936	
	Tons	Value	Tons	Value
	(2240 lbs.)		(2240 lbs.)	
Africa (Southern Rhodesia)	1,153	\$25,149	1,472	\$33,551
Africa (Union of South)	1,163	19,114	775	11,794
Austria	10	69		
Australia	35	426		
Canada	828	9,242	886	11,087
Cyprus			88	975
Finland	7	43	10	70
Germany	5	27		
Italy	8	458		
Soviet Russia	21	840	134	1,943
U. S. of America	1	23		18
Venezuela	45	600		
	3,276	\$55,991	3,365	\$59,438

Exports of Asbestos Manufacturers:

	September 1935		September 1936	
	Cwts	Value	Cwts.	Value
To Irish Free State	5,676	£ 4,113	5,267	£ 4,575
British India	3,116	7,441	3,284	7,320
Australia	1,068	4,819	623	3,315
Other British Countries	14,185	22,971	31,489	31,430
Netherlands	936	3,263	972	3,535
Belgium	298	3,039	464	4,255
France	895	1,844	154	2,585
Italy	645	7,108	34	422
Other Foreign Countries	9,674	30,373	7,641	25,990
	36,493	£84,971	49,928	£83,427

NEWS OF THE INDUSTRY

F. R. Anderson, Vice President, Sall Mountain Co., Chicago, Ill., November 24th.

Alvin C. McCord, President, McCord Mfg. Co., Wyandotte, Mich., November 24th.

John J. Krez, President, Paul J. Krez Co., Chicago, Ill., November 26th.

S. J. Gillis, Waterfront Mgr., Plant Rubber & Asbestos Works, San Francisco, Cal., November 26th.

Alfred E. Hermes, Secretary-Treasurer, Acme Asbestos Covg. & Flooring Co., Chicago, Ill., November 27th.

E. T. Connell, President, Connell Asbestos Co., Brooklyn, N. Y., November 29th.

George W. Gerding, Asbestos Fibre Spinning Co., North Wales, Pa. November 29th.

S. P. Moffit, Vice President and Director, The Ruberoid Co., New York City, November 29th.

R. E. Kramig, Senior Partner, R. E. Kramig & Co., Cincinnati, O. November 29th.

G. C. Estes, General Sales Manager, The Lehon Co., Chicago, Ill., December 2nd.

K. H. Behre, Sales Manager, Vermont Production Co., New York City, December 5th.

Kenneth MacLellan, Managing Director, George MacLellan & Co., Glasgow, Scotland, December 8th.

Incidentally, Charles A. Wright, formerly connected with the Plant Rubber & Asbestos Works, and well known to many of our readers, celebrates his birthday on December 4th. His present address is Cobb St., Sausalito, Calif.

To all these gentlemen we extend congratulations and best wishes.

Rochdale Asbestos Co., Colin Wolfenden, Managing Director of the Rochdale Asbestos Company at Rochdale, England, died under tragic circumstances during the early part of October. Mr. Wolfenden, together with his mother, held a controlling interest in the Company.—From India Rubber Journal.

Oscar W. Trumbull, formerly Plant Manager of the Asbestos Textile Company at North Brookfield, Mass., on October 15th severed his connection with that Company, to become Vice President of the Crane Packing Company of Chicago, Ill., manufacturers of metallic and fibrous packings.

Mr. Trumbull, previous to his 10 year connection with the Asbestos Textile Company was for 5 years associated with the Belmont Packing & Rubber Company of Philadelphia as Assistant to the President, in charge of sales and manufacturing.

Our best wishes for success are extended to Mr. Trumbull in this new connection. His headquarters will be at 1800 Cuyler Avenue, Chicago, the main office of the Crane Packing Company.

• BLUE ASBESTOS

The Cape Asbestos Company, Ltd., is the world's largest supplier of acid-resistant blue crocidolite asbestos, and the only manufacturer operating its own mines. Inquiries solicited on:

MILLBOARD

YARNS

ROVINGS

POWDER

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PROCESSED FIBRES

Unexcelled for use in

ASBESTOS CEMENT PIPES

• AMOSITE ASBESTOS

This fibre owing to its great length and bulk is unrivalled for use as an insulating medium in:

100% Amosite insulation

Asbestos mattress filler

85% Magnesia insulation

The CAPE ASBESTOS CO. Limited

Morley House, 28-30 Holborn Viaduct, London, E.C.1.

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"ASBESTOS"

Johns-Manville Corporation. Report for the third quarter of 1936, compared with the same period of 1935, and report for the nine months ending September 30, 1936, compared with the same period in 1935, are given below:

	Third Quarter ended	
	Sept. 30, 1935	Sept. 30, 1936
SALES	\$8,841,521.29	\$13,341,467.16
Less: Manufacturing Cost, Selling and Administrative Expenses	7,459,406.46	10,866,238.67
Profit before Depreciation, Depletion and Income Taxes	1,382,114.83	2,475,228.49
Less: Depreciation and Depletion	469,219.77	530,321.59
Profit after Depreciation and Depletion	912,895.06	1,944,906.90
Less: Income Tax Accrual	137,867.67	326,248.02
Profit after Income Tax Accrual	775,027.39	1,618,658.88
Earnings per Common Share ...\$.86	\$ 1.98

	Nine months ended	
	Sept. 30, 1935	Sept. 30, 1936
SALES	\$23,614,107.53	\$32,973,136.57
Less: Manufacturing Cost, Selling and Administrative Expenses	20,368,233.62	27,664,728.06
Profit before Depreciation, Depletion and Income Taxes	3,245,873.91	5,308,408.51
Less: Depreciation and Depletion	1,371,214.33	1,512,297.20
Profit after Depreciation and Depletion	1,874,659.58	3,796,111.31
Less: Income Tax Accrual	301,619.63	702,550.86
Profit after Income Tax Accrual	1,573,039.95	3,093,560.45
Earnings per Common Share ...\$	1.57	\$ 3.60

These statements do not include the earnings of Johns-Manville Credit Corporation (a wholly owned subsidiary) which were

	1935	1936
Third Quarter	\$29,161	\$ 51,873
Nine months	74,301	129,773

Allbestos Corporation. George W. Harrington, for a number of years with the Rodman Manufacturing Company of Lafayette, R. I., has taken complete charge of the night shift at the plant of the Allbestos Corporation, Germantown, Philadelphia.

W. L. Day, who for sixteen years traveled all sections of the United States, contacting jobber accounts for the Vacuum Oil Company was recently appointed Sales Manager for the Allbestos Corporation and has made quite a record in increasing sales.

"ASBESTOS"

R. J. Dorn Co., Inc., New Orleans, La., contemplates the manufacture of asbestos-cement shingles, starting production of this asbestos product early in 1937. R. J. Dorn Co., Inc., at present makes only asbestos-cement corrugated roofing and siding for industrial plants and all types of frame structures.

Mashaba Rhodesia Asbestos Company. It is reported in a recent issue of the South African Mining & Engineering Journal that the Mashaba Rhodesia Asbestos Company has acquired the Honeybird claims in the Shabani fields and that an interest is being taken in the Peak claims in the Belingwe district.

The Brake Lining Manufacturers' Association held its annual meeting on October 7th, in New York City, and elected the following officers for the coming year: President, F. E. Schluter (President of Thermoid Rubber Company); First Vice President, T. L. Gatke (President Gatke Corporation); Second Vice President, A. B. Kempel (President Rex-Hide, Inc., East Brady, Pa.); Treasurer, C. M. Piper, (General Manager Automotive Commodities Johns-Manville); Secretary, General Manager and Asst. Treasurer, C. A. Ekwall.

Members of the Executive Committee are the above mentioned officers and H. A. Gillies (V. P. American Brakeblok Corp.); G. M. Williams, (President, Russell Mfg. Company); M. F. Judd (General Manager, Raybestos Division); W. C. Dodge, Jr. (of Keasbey & Mattison Co.); W. G. Kitchen (President, Allbestos Corporation).

Pacific Coast Asbestos Association. The annual meeting of this Association was held on November 12th and 13th instead of during October as originally announced. Guests at the meeting from the East included John P. DuBois of the Ehret Magnesia Mfg. Company, H. H. Heckroth of the Keasbey & Mattison Company, C. J. Stover and Donald Tulloch, Jr.

Johns-Manville Corporation has recently published an interesting 28-page booklet "Things You Should Know About Your Roof", which discusses simply and with numerous easily understood illustrations the problem of how to reduce maintenance expense on industrial roofs.

Emsco Asbestos Company, of Downey, Calif. The present official staff of the Emsco Asbestos Company consists of E. M. Smith, President; D. W. Fether, Vice-President-General Manager; J. S. McGurn, Secy-Treas.-Sales Manager; J. L. Pritchard, Asst. Sales Manager-Advertising Manager.

AUTOMOBILE PRODUCTION

Production of motor vehicles in the United States and Canada for the month of September 1936 amounted to 139,785 (135,130 in the United States and 4,655 in Canada); compared with 92,728 in September 1935 (87,540 in the United States and 5,188 in Canada).

Motor Vehicle Production in August 1936 was 275,951 (271,297 in the United States and 4,660 in Canada) while in Au-

"ASBESTOS"

gust 1935 245,075 cars were produced (237,400 in the United States and 7,675 in Canada).

Total production for the nine months ending September 30, 1936 was 3,462,034 (3,336,296 in the U. S. A. and 125,738 in Canada) against 3,012,628 (2,875,304 in the U. S. A. and 137,324 in Canada) in the nine months ending September 30, 1935.

PATENTS

Pipe Wrapping Machine. No. 2,051,634. Granted on August 18 to John S. Carroll, Yonkers, and Dorne N. Halstead, Brooklyn, N. Y., assignors to Johns-Manville Corporation, New York City. Application October 22, 1931. Serial No. 570,296. Description upon request.

Shingle. No. 2,051,818. Granted on August 25 to Edward J. Buczkowski, Ambler, Pa., assignor to Keasbey & Mattison Company, Ambler, Pa. Original application Dec. 23, 1930. Serial No. 504,243. Divided and this application Dec. 2, 1935, Serial No. 52,477.

A roof composed of overlapping shingles of generally rectangular contour having their diagonal axis vertical in assembled position on the roof, each shingle tapering from a thin edge positioned at an angle toward the top to a relatively large butt, each of substantially constant thickness positioned toward the bottom so as to be exposed to view.

Friction Material. No. 2,051,888. Granted on August 25 to Izador J. Novak, Bridgeport, Conn., assignor to Raybestos-Manhattan, Bridgeport, Conn. Application December 22, 1930. Serial No. 497,429.

In the manufacture of friction elements wherein an asbestos fibrous base is saturated with an oxidizable binder, the improvement which comprises providing the saturated structure with apertures of sufficient depth to permit access of air to the interior of the structure and escape of volatiles from said interior.

Ring Packing. No. 2,052,603. Granted on September 1, to George Christenson, Plainfield, N. J., assignor to Johns-Manville Corporation, New York City. Application September 9, 1932. Serial No. 632,332. Description upon request.

Wear and Heat Resisting Composition. No. 2,052,610. Granted on September 1, to James Driscoll, Plainfield, N. J., assignor to Johns-Manville Corporation, New York City. Application September 23, 1932. Serial No. 634,549.

A friction material adapted for use as brake lining, packing and the like, comprising polymerized chloroprene and fibres of chrysotile asbestos dispersed in the chloroprene and bonded thereby into a unitary product.

Friction Element. No. 2,052,779. Granted on September 1 to Harvey J. Lidkea, Detroit, and Ray E. Spokes, Ann Arbor, Mich., assignor to American Brakeblok Corporation, New York City. Application December 5, 1932. Serial No. 645,750.

A friction element incorporating not less than 10% by weight of the other ingredients thereof of a non-reactive friction

"ASBESTOS"

stabilizer selected from the group consisting of the sulphides of lead and zinc, said friction stabilizer being responsible to the heat and pressure generated in the use of the element and imparting uniform friction characteristics thereto at operating temperatures and pressures.

Form 3486-7-2, 1933

STATEMENT OF THE OWNERSHIP, MANAGEMENT, CIRCULATION, ETC., REQUIRED BY THE ACTS OF CONGRESS OF AUGUST 24, 1912, AND MARCH 3, 1933

Of **"ASBESTOS"** published **monthly**
(Insert title of publication.) (State frequency of issue.)
at **Philadelphia, Pa.** for **October 1** 193**6**
(State of post office and State where publication is entered.)
STATE OF **Pennsylvania**
COUNTY OF **Philadelphia**

Before me, a **Notary Public** in and for the State and county aforesaid, personally appeared **A. S. Rossiter** who, having been duly sworn according to law, depose and says that he is the **Editor** of the **"ASBESTOS"**
(State whether editor, publisher, business manager, or owner.) (Insert title of publication.)
and that the following is, to the best of his knowledge and belief, a true statement of the ownership, management (and if a daily paper, the circulation), etc., of the aforesaid publication for the date shown in the above caption, required by the Act of August 24, 1912, as amended by the Act of March 3, 1933, embodied in section 537, Postal Laws and Regulations, printed on the reverse of this form, to wit:

1. That the names and addresses of the publisher, editor, managing editor, and business managers are:

	Name of—	Post office address—
Publisher	Secretarial Service	16th Floor, Inquirer Bldg.,
Editor	A. S. Rossiter	Blue Bell, Pa.
Managing Editor	A. S. Rossiter	Blue Bell, Pa.
Business Manager	A. S. Rossiter	Blue Bell, Pa.

2. That the owner is: (If owned by a corporation, its name and address must be stated and also immediately thereunder the names and addresses of stockholders owning or holding one per cent or more of total amount of stock. If not owned by a corporation, the names and addresses of the individual owners must be given. If owned by a firm, company, or other unincorporated concern, its name and address, as well as those of each individual member, must be given.)

C. J. Stover **130 Summit Ave., Jenkintown, Pa.**

3. That the known bondholders, mortgagees, and other security holders owning or holding 1 per cent or more of total amount of bonds, mortgages, or other securities are: (If there are none, so state.)

None

4. That the two paragraphs next above, giving the names of the owners, stockholders, and security holders, if any, contain not only the list of stockholders and security holders as they appear upon the books of the company but also, in cases where the stockholder or security holder appears upon the books of the company as trustee or in any other fiduciary relation, the name of the person or corporation for whom such trustee is acting, is given, also that the said two paragraphs contain statements embracing affiant's full knowledge and belief as to the circumstances and conditions under which stockholders and security holders who do not appear upon the books of the company as trustees, hold stock and securities in a capacity other than that of a bona fide owner; and this affiant has no reason to believe that any other person, association, or corporation has any interest direct or indirect in the said stock, bonds, or other securities than as so stated by him.

5. That the average number of copies of each issue of this publication sold or distributed, through the mails or otherwise, to paid subscribers during the twelve months preceding the date shown above is:

(This information is required from daily publications only.)

Sworn to and subscribed before me this **2d** day of **October** 193**6**

(SEAL)

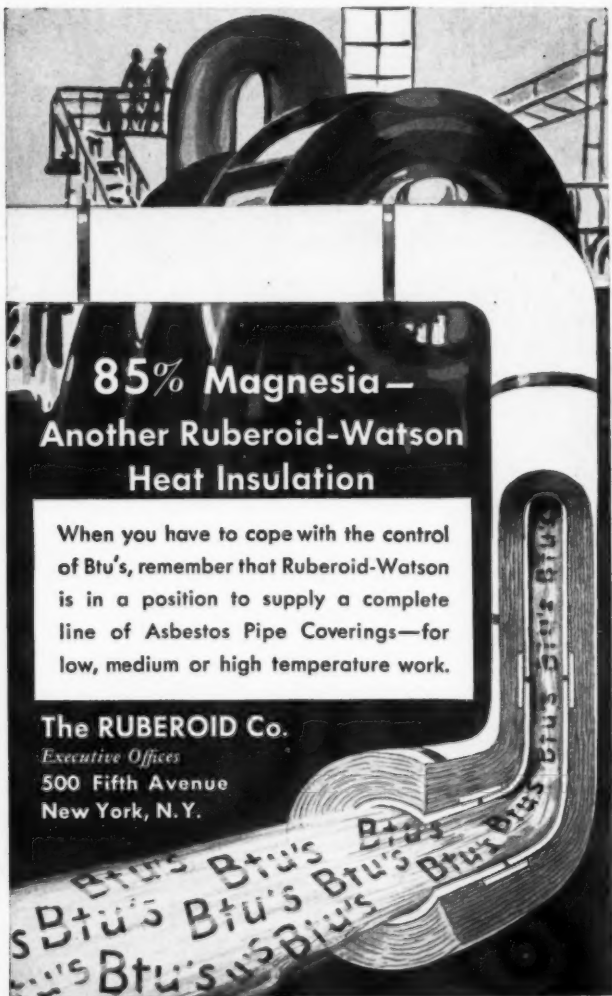
A. S. Rossiter
Manager of editor

(My commission expires **October 1, 1939**)

NOTE.—This statement must be made in duplicate and both copies delivered by the publisher to the postmaster, who shall send one copy to the Third Assistant Postmaster General (Division of Classification), Washington, D. C., and retain the other as the file of this post office. The publisher must publish a copy of this statement in the second issue printed next after its filing.

FOOTMASTER: BE SURE TO READ AND CAREFULLY OBSERVE INSTRUCTIONS ON THE OTHER SIDE.

"ASBESTOS"

An illustration of an industrial setting featuring large, dark pipes. In the upper left, two workers are silhouetted against a light background, standing on a platform or scaffolding. The pipes curve and loop through the scene. A large, dark rectangular box is superimposed over the middle of the image, containing white text. Below this box, a large, stylized letter 'U' is formed by a thick, textured material, possibly insulation or a pipe, with the words 'Btu's' repeated along its length. The overall style is that of a vintage technical or industrial advertisement.

**85% Magnesia—
Another Ruberoid-Watson
Heat Insulation**

When you have to cope with the control of Btu's, remember that Ruberoid-Watson is in a position to supply a complete line of Asbestos Pipe Coverings—for low, medium or high temperature work.

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- INSULATIONS
- ASBESTOS TEXTILES
- REFRACTORIES
- PACKINGS

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EHRET

Continually following its policy of broadening the scope of its products, the Ehret Magnesia Manufacturing Company offers to dealers and distributors a most complete line of industrial products. Among these are hot and cold insulations and complete insulation systems, a complete line of asbestos textiles, refractories for every purpose, and lastly a wide variety of asbestos and metallic packings.

Distributors looking for new sources of supply for industrial products will find the Ehret franchise a profitable investment. Full information on any Ehret products will be gladly sent upon request.

**EHRET MAGNESIA
MANUFACTURING COMPANY
VALLEY FORGE • • • PENNA.**

THE HAMMER

He held a hammer in his hand, and knocked and knocked to beat the band. His knocking never took an end—he even knocked his closest friend.

He kept on knocking every soul until his hand lost its control, and then the strangest thing took place—his hammer hit him in the face.

So, if you have a hammer now, get rid of it at once, somehow, and boost. That isn't hard to do. All those you boost will soon boost you.

Selected.

